## CONTRACT



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

PinPoint Media, Inc (B) 1707 Osage St, Ste 103 Alexandria, VA 22302

	Contract / Rev	vision		Alt Order #	
		VISION			•
	1800036	/		08768711	
Product					
LUTHER STRANGE SENA	.T				
Contract Dates	Estimate #				
09/19/17 - 09/26/17	813 •				
Advertiser			Ori	ginal Date	/ Revision
POL/Strange, Luther/R/Se	enator/AL		0	9/06/17	/ 09/06/17
	Billing Cycle	Billing	Cal	<u>endar</u>	Cash/Trade
	EOM/EOC	Broado	ast		Cash
	Property	Accour	nt E	xecutive	Sales Office
	WSFA	Ryan E	Eddi	ns	HRP-Washingto
	Special Handi	ling			<del></del>
	Demographic				
	Adults 35+				
	Agy Code	Adverti	ser	Code	Product 1/2
	9913865	62			78
	Agency Ref			Advertiser	Ref

	Start/End	Spots/		
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type Spots	Amount
E 1 WSFA 09/22/17 09/22/17 WSFA 12 News at Ten - MF	Rate \$275.00 Start/End Time	:30 • <u>Weekdays Length</u> <u>Rate</u>	NM 0 <u>Type</u>	\$0.00
1 WSFA 09/18/17-09/24/17 WSFA 12 News at Ten - M. Credited	F 10-1035pm	F :30 <del>\$275.00</del>	NM	
2 WSFA 09/22/17 09/22/17 NBC Today Show 3 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	10-11am <u>Rate</u> \$50.00	:30	NM 1	\$50.00
3 WSFA 09/22/17 09/22/17 ALABAMA LIVE @ 11A <u>Start Date</u>	11-1130Am <u>Rate</u> \$30.00	:30	<b>NM</b> 1	\$30.00
4 WSFA 09/22/17 09/22/17 ALABAMA LIVE @ 1130AM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	1130A-12P <u>Rate</u> \$30.00	:30	<b>N</b> M 1	\$30.00
5         WSFA 09/22/17         09/22/17         WSFA 12 News at Noon           Start Date         End Date         Weekdays         Spots/Week           Week: 09/18/17         09/24/17        1         1	12-1230pm <u>Rate</u> \$100.00	:30	<b>N</b> M 1	\$100.00
6 WSFA 09/22/17 09/22/17 JUDGE JUDY 1ST RUN <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	330-4p <u>Rate</u> \$60.00	:30	<b>NM</b> 1	\$60.00
7 WSFA 09/22/17 09/22/17 WSFA 12 NEWS AT 4PM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	M-F 4-430P <u>Rate</u> \$60.00	:30	<b>N</b> M 1	\$60.00
8 WSFA 09/22/17 09/22/17 Today in Alabama 530a <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	528am-6am <u>Rate</u> \$100.00	:30	<b>NM</b> 1	\$100.00
9 WSFA 09/22/17 09/22/17 WSFA 12 News at Six - MF	6-630pm <u>Rate</u> \$350.00	:30	<b>NM</b> 1	\$350.00

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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Contract / Revision Alt Order# 1800036 08768711

Product Contract Dates Estimate # 09/19/17 - 09/26/17 LUTHER STRANGE SE 813

Advertiser Original Date / Revision 09/06/17 / 09/06/17 POL/Strange, Luther/R/St

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Tuno Snot	o Amor	ınt
Start Date End Date Weekdays Spots/Week	Rate	Days Length Week Rate	Type Spot	s Amou	1111
10 WSFA 09/22/17 09/22/17 Today in Alabama	6a-7a	:30	NM	1 \$175	5.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/18/17         09/24/17        1         1	<u>Rate</u> \$175.00	•			
11 WSFA 09/22/17 09/22/17 NBC Today Show	7-9am	:30	NM	1 \$115	5.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/18/17         09/24/17        1         1	<u>Rate</u> \$115.00				
12 WSFA 09/25/17 09/25/17 WSFA 12 News at Ten - MF		:30	NM	1 \$275	5.00
Start Date         End Date         Weekdays         Spots/Week           Week:         09/25/17         10/01/17         1         1	<u>Rate</u> \$275.00				
13 WSFA 09/25/17 09/25/17 NBC Today Show 3	10-11am	:30	NM	1 \$50	0.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/25/17         10/01/17         1         1	<u>Rate</u> \$50.00				
14 WSFA 09/25/17 09/25/17 ALABAMA LIVE @ 11A	11-1130Am	:30	NM	1 \$30	0.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/25/17         10/01/17         1         1	<u>Rate</u> \$30.00				
15 WSFA 09/25/17 09/25/17 ALABAMA LIVE @ 1130AN	1 1130A-12P	:30	NM	1 \$30	0.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/25/17         10/01/17         1         1	<u>Rate</u> \$30.00	•			
16 WSFA 09/25/17 09/25/17 WSFA 12 News at Noon	12-1230pm	:30	NM	1 \$100	0.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/25/17         10/01/17         1         1	<u>Rate</u> \$100.00				
17 WSFA 09/25/17 09/25/17 JUDGE JUDY 1ST RUN	330-4p	:30	NM	1 \$60	0.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/25/17         10/01/17         1         1	<u>Rate</u> \$60.00				
18 WSFA 09/25/17 09/25/17 WSFA 12 NEWS AT 4PM	M-F 430-5P	:30	NM	1 \$75	5.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/25/17         10/01/17         1         1	<u>Rate</u> \$75.00	•			
19 WSFA 09/25/17 09/25/17 Today in Alabama 530a	528am-6am	:30	NM	1 \$100	0.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/25/17         10/01/17         1         1	<u>Rate</u> \$100.00				
20 WSFA 09/25/17 09/25/17 WSFA 12 News at Six - MF	•	:30	NM	1 \$350	0.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/25/17         10/01/17         1         1	<u>Rate</u> \$350.00				
21 WSFA 09/25/17 09/25/17 Today In Alabama	6a-7a	:30	NM	1 \$175	.00
Week: 09/25/17 End Date 10/01/17 Weekdays Spots/Week	<u>Rate</u> \$175.00				
22 WSFA 09/25/17 09/25/17 ENTERTAINMENT TONIGH	17630-7p	:30	NM	1 \$215	.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/25/17         10/01/17         1         1	<u>Rate</u> \$215.00				
23 WSFA 09/25/17 09/25/17 NBC Today Show	7-9am	:30	NM	1 \$115	.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/25/17         10/01/17         1         1	<u>Rate</u> \$115.00	•			
24 WSFA 09/25/17 09/25/17 NBC Today 2	9-10am_	:30	NM	1 \$50	.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/25/17         10/01/17         1         1	<u>Rate</u> \$50.00				
25 WSFA 09/23/17 09/23/17 NBC Saturday Today Show	6-8am	:30	NM	1 \$45	.00

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| Contract / Revision | Alt Order # | 1800036 / 08768711

 Contract Dates
 Product
 Estimate #

 09/19/17 - 09/26/17
 LUTHER STRANGE SE 813

 Advertiser
 Original Date / Revision

 POL/Strange, Luther/R/Se
 09/06/17 / 09/06/17

*Line Ch Start Date End Date Description	Start/End Time	Days l	Spots/ _ength Week	Rate	TypeS	Snote	Amount
Start Date End Date Weekdays Spots/Week	Rate	Days I	-engui vveek	·	Турес	pots	Amount
Week: 09/18/17 09/24/171- 1  26 WSFA 09/24/17 09/24/17 Late News	\$45.00 1030p-11p		:30	*	NM	1	\$150.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	Rate \$150.00		.00		, (()	•	<b>\$100.00</b>
27 WSFA 09/24/17 09/24/17 NET NBC Sunday Today Start Date End Date Weekdays Spots/Week	nc7-8a <u>Rate</u>		:30		NM	1	\$45.00
Week: 09/18/17 09/24/171 1	\$45.00		***				
28 WSFA 09/24/17 09/24/17 NET NBC Meet The Press  Start Date End Date Weekdays Spots/Week  Week: 09/18/17 09/24/171 1	8-9a <u>Rate</u> \$45.00		:30	•	NM	1	\$45.00
29 WSFA 09/24/17 09/24/17 WSFA News Sunday AM Start Date End Date Weekdays Spots/Week	9-930a <u>Rate</u>		:30		NM	1	\$20.00
Week: 09/18/17 09/24/171 1	\$20.00		.00				<b>6075 00</b>
N 30 WSFA 09/21/17 09/21/17 WSFA 12 News at Ten - MF <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	10-1035pm <u>Rate</u> \$275.00		:30		NM	1	\$275.00
<u>Spot Ch</u> <u>Date Range</u> <u>Description</u> 1 WSFA 09/18/17-09/24/17 WSFA 12 News at Ten - MI	Start/End Time	Weekdays	<u>Length</u> :30	* <u>Rate</u> \$275.00	<u>Type</u> NM		
31 WSFA 09/21/17 09/21/17 NBC Today Show 3 Start Date End Date Weekdays Spots/Week	10-11am Rate		:30	······································	NM	1	\$50.00
Week: 09/18/17 09/24/171 1  32 WSFA 09/21/17 09/21/17 Tonight Show	\$50.00		.20			4	6445.00
32 WSFA 09/21/17 09/21/17 Tonight Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	1035-1137pm <u>Rate</u> \$115.00		:30		NM	1	\$115.00
33 WSFA 09/21/17 09/21/17 ALABAMA LIVE @ 11A Start Date End Date Weekdays Spots/Week	11-1130Am Rate		:30		NM	1	\$30.00
Week: 09/18/17 09/24/171 1	\$30.00						
34 WSFA 09/21/17 09/21/17 ALABAMA LIVE @ 1130AM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u>	1130A-12P Rate		:30		NM	1	\$30.00
Week: 09/18/17 09/24/171 1	\$30.00						
35 WSFA 09/21/17 09/21/17 WSFA 12 News at Noon Start Date End Date Weekdays Spots/Week	12-1230pm Rate		:30		NM	1	\$100.00
Week: 09/18/17 09/24/171 1	\$100.00			•			
36 WSFA 09/21/17 09/21/17 JUDGE JUDY 1ST RUN Start Date End Date Weekdays Spots/Week	330-4p Rate		:30		NM	1	\$60.00
Week: 09/18/17 09/24/171 1	\$60.00						
37 WSFA 09/21/17 09/21/17 JUDGE JUDY 1ST RUN Start Date End Date Weekdays Spots/Week	330-4p Rate		:30		NM	1	\$60.00
Week: 09/18/17 09/24/171 1	\$60.00						
38 WSFA 09/21/17 09/21/17 WSFA 12 NEWS AT 4PM Start Date End Date Weekdays Spots/Week	M-F 4-430P		:30	•	NM	1	\$60.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/18/17         09/24/17        1         1	<u>Rate</u> \$60.00						
39 WSFA 09/21/17 09/21/17 WSFA 12 NEWS AT 4PM	M-F 430-5P		:30		NM	1	\$75.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/18/17         09/24/17        1         1	<u>Rate</u> \$75.00						
40 WSFA 09/21/17 09/21/17 Today in Alabama 530a	528am-6am		:30		NM	1	\$100.00

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 09/19/17 - 09/26/17
 LUTHER STRANGE SE 813

 Advertiser
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 09/06/17 / 09/06/17

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week		Type Spots	Amount
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	<u>Rate</u> \$100.00		1		
41 WSFA 09/21/17 09/21/17 WSFA 12 News at Six - MF  Start Date End Date Weekdays Spots/Week  Week: 09/18/17 09/24/171	6-630pm <u>Rate</u> \$350.00	:30		NM 1	\$350.00
42 WSFA 09/21/17 09/21/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	6a-7a <u>Rate</u> \$175.00	:30		NM 1	\$175.00
43 WSFA 09/21/17 09/21/17 NBC Today 2 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	9-10am Rate \$50.00	:30		NM 1	\$50.00
E 44 WSFA 09/19/17 09/19/17 WSFA 12 News at Ten - MF  Start Date End Date Weekdays Spots/Week  Week: 09/18/17 09/24/17 -1 1		:30		NM 0	\$0.00
Spot Ch Date Range Description  1 WSFA 09/18/17-09/24/17 WSFA 12 News at Ten - MI Credited	Start/End Time 10-1035pm	Weekdays Length -Tu :30	<u>Rate</u> \$275.00	Type NM	
45 WSFA 09/19/17 09/26/17 NBC Today Show 3  Start Date End Date Weekdays Spots/Week  Week: 09/18/17 09/24/17 -1 1  Week: 09/25/17 10/01/17 -1 1	10-11am <u>Rate</u> \$50.00 \$50.00	:30		NM 2	\$100.00
46 WSFA 09/19/17 09/19/17 Tonight Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/17 -1 1	1035-1137pm <u>Rate</u> \$115.00	:30		NM 1	\$115.00
47 WSFA 09/19/17 09/26/17 ALABAMA LIVE @ 11A  Start Date	11-1130Am <u>Rate</u> \$30.00 \$30.00	:30		NM 2	\$60.00
48 WSFA 09/19/17 09/26/17 ALABAMA LIVE @ 1130AM Start Date		:30		NM 2	\$60.00
49 WSFA 09/19/17 09/19/17 WSFA 12 News at Noon Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/17 -1 1	12-1230pm <u>Rate</u> \$100.00	:30		<b>NM</b> 1	\$100.00
50 WSFA 09/19/17 09/19/17 JUDGE JUDY 1ST RUN <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/17 -1 1	330-4p <u>Rate</u> \$60.00	:30		NM 1	\$60.00
51 WSFA 09/19/17 09/19/17 WSFA 12 NEWS AT 4PM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/17 -1 1	M-F 4-430P <u>Rate</u> \$60.00	:30	4	<b>NM</b> 1	\$60.00
E 52 WSFA 09/19/17 09/19/17 WSFA 12 News at Five  Start Date	5-530pm <u>Rate</u> \$185.00	:30		NM 0	\$0.00
Spot Ch <u>Date Range</u> <u>Description</u> 1 WSFA 09/18/17-09/24/17 WSFA 12 News at Five Credited	Start/End Time 5-530pm	Weekdays Length -Tu :30	<u>Rate</u> \$185.00	Type NM	

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*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type Spots	Amount
53 WSFA 09/19/17 09/26/17 Today in Alabama 530a  Start Date End Date Weekdays Spots/Week  Week: 09/18/17 09/24/17 -1 1  Week: 09/25/17 10/01/17 -1 1	528am-6am <u>Rate</u> \$100.00 \$100.00	:30	NM 2	\$200.00
54       WSFA 09/19/17       09/19/17       WSFA 12 News at Six - MF         Start Date       End Date       Weekdays       Spots/Week         Week: 09/18/17       09/24/17       -1       1	6-630pm <u>Rate</u> \$350.00	:30	NM 1	\$350.00
55       WSFA 09/19/17       09/26/17       Today In Alabama         Start Date       End Date       Weekdays       Spots/Week         Week:       09/18/17       09/24/17       -1       1         Week:       09/25/17       10/01/17       -1       1	6a-7a <u>Rate</u> \$175.00 \$175.00	:30	NM 2	\$350.00
56 WSFA 09/19/17       09/26/17       NBC Today Show         Start Date       End Date       Weekdays       Spots/Week         Week: 09/18/17       09/24/17       -1       1         Week: 09/25/17       10/01/17       -1       1	7-9am <u>Rate</u> \$115.00 \$115.00	:30	NM 2	\$230.00
57 WSFA 09/19/17 09/19/17 NBC Today 2 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/17 -1 1	9-10am <u>Rate</u> \$50.00	:30	<b>N</b> M 1	\$50.00
58 WSFA 09/20/17 09/20/17 ALABAMA LIVE @ 11A <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	11-1130Am <u>Rate</u> \$30.00	:30	<b>NM</b> 1	\$30.00
59         WSFA 09/20/17         09/20/17         WSFA 12 News at Noon           Start Date         End Date         Weekdays         Spots/Week           Week: 09/18/17         09/24/17        1         1	12-1230pm <u>Rate</u> \$100.00	:30	NM 1	\$100.00
60 WSFA 09/20/17 09/20/17 WSFA 12 News at Five  Start Date	5-530pm <u>Rate</u> \$185.00	:30	NM 1	\$185.00
61 WSFA 09/20/17 09/20/17 Today in Alabama 530a <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	528am-6am <u>Rate</u> \$100.00	:30	NM 1	\$100.00
62 WSFA 09/20/17 09/20/17 WSFA 12 News at Six - MF  Start Date	6-630pm <u>Rate</u> \$350.00	:30	NM 1	\$350.00
63 WSFA 09/20/17 09/20/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	6a-7a <u>Rate</u> \$175.00	:30 .	NM 1	\$175.00
64 WSFA 09/20/17 09/20/17 NBC Today Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	7-9am <u>Rate</u> \$115.00	:30	NM 1	\$115.00
D 65 WSFA 09/19/17 09/22/17 WSFA 12 News at Five	5-530pm	:30	NM 0	\$0.00
D 66 WSFA 09/25/17 09/26/17 WSFA 12 News at Five	5-530pm	:30	NM 0	\$0.00
D 67 WSFA 09/19/17 09/22/17 WSFA 12 News at Ten - MF	10-1035pm	:30	NM 0	\$0.00
D 68 WSFA 09/25/17 09/26/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30	NM 0	\$0.00
N       69       WSFA 09/23/17       09/23/17       WSFA 12 News at Six-Sat         Start Date       End Date       Weekdays       Spots/Week         Week:       09/18/17      S-       1	Sa 6-7pm <u>Rate</u> \$80.00	:30	<b>NM</b> 1	\$80.00

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.

Print Date 09/06/17

Page 6 of 6



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

	Contract / Re	vision	Alt Orde	<u>er#</u>	
	1800036	1	087687	11	
,					
**************************************	<del></del>				 

 Contract Dates
 Product
 Estimate #

 09/19/17 - 09/26/17
 LUTHER STRANGE SE 813

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type	Spots	Amount
Start Date End Date Weekdays Spots/Week	<u>Rate</u>				
N 70         WSFA 09/24/17         09/24/17         NFL Football Nite/America           Start Date         End Date         Weekdays         Spots/Week           Week:         09/18/17         09/24/17        S         1	Various <u>Rate</u> \$150.00	:30	NM	1	\$150.00
N 71 WSFA 09/24/17 09/24/17 NFL Football  Start Date	Sun 730p-1030p <u>Rate</u> \$500.00	:30	NM	1	\$500.00
		Totals		70	\$8,050.00

Time Period # of Spots **Gross Amount** Agency Comm. Net Amount 08/28/17 -09/24/17 51 \$5,925.00 (\$888.75)\$5,036.25 \$1,806.25 09/25/17 -09/26/17 19 \$2,125.00 (\$318.75)Totals 70 \$6,842.50 \$8,050.00 (\$1,207.50)

Signature:	Date:	

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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REP HEADLINE# 8768711 TRF# 1800036 \$\$\$ MOD# 0: APPROVED REV #0 \$\$\$

SEP5/17 17.10 \*\*\* WSFA-TV \*\*\* FAX# 703-516-9680 -9387 AGENCY CREDIT RISK !!! HARRIS REPORT FROM STATION \*\*CHANGES\*\* REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENORDER WORKSHEET

ADV #	ADV.	NAME	ADV. NAME POLI/L STRANGE/R/SEN/AL	REP.#	OFF.#	#	SALESMAN #
AGY #	AGY.	NAME	AGY. NAME PINPOINT MEDIA	BUYER N	BUYER NAME DANETTE SEGROVES	E SEGROVI	3.3
			1707 OSAGE STREET SUITE 103	SALES	SALES PRSN WA- RYAN EDDINS (H)	YAN EDDI	(H)
			ALEXANDRIA, VA 22302				
ORDER #			CONTRACT # 8768711	CLASS: NATL.		LOCAL	REGIONAL
PRDCT LUTHER STRANGE SENAT	TRANG	E SEN	AT EST#813 COMMENTS: (LINE, ORDER, INVOICE)	OICE)			
FLIGHT DATES SEP19/17	P19/1	7	SEP26/17 WK-2				
CITY TAX	ν 	STATE TAX	TAXCO-OP BILLING NEEDED		ı	DATE	DATE SEP5/17 17.10

STA:

\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE CON CM

ELECTRONIC INVOICING: SPOT DATA - IDB# 1886. TV INVOICES - IDB# 9915283.

		8)			PL			DENICE
		\$275.00	\$275.00	\$185.00	\$80.00	\$150.00	\$500.00	THANKS,
		308	308	308	308	308	308	5 CREDIT.
		22	19	1.9	23	24	2.4	GDS WITH \$
		SEP22	SEPI	SEP19	SEP23	SEP2	SEP24	PLEASE CONFIRM MKGDS WITH \$5 CREDIT.
		1035P	1035P	30P	00P	30E	030P	
		FRI/1000P-1035P	TUE/1000P-1035P	TUE/500P-530P	OFFER: SAT/600P-700P	SUN/600P-730P	SUN/730P-1030P	CMT: NO AVAILS.
	 	MISSED: FR	TO	TU	OFFER: SA	us su	a SU	CMT: NO
HNH	STATION MAKEGOOD OFFERS	BUY#1	BUY#44	BUY#52				
YS TO PRINT	ON MAKEG	UNRESL						
NO BUYS	STATI	M1						

WIYC 08 WBMM 0% CABL 08 WCOV 98 • WAKA 28% EAKA 0% WNCF 7% ESFA 0% WSFA 568 MARKET TOTALS \$49,388

\$2,125.00

\$5,930.00 OCT/17

SEP/17

\$8,055.00

CONTRACT TOTAL TOTAL TOTAL

PLS ADVISE.

(SEP5/17)

ACCURATE SHARES

SVC- NSI DEMOS- RA35+\*

REP: TEL# 703-528-9387 CREDIT ADVISORY: AGEN ORDER WORKSHEET

RISK !!! REPORT CREDIT HARRIS AGENCY

1800036 \$\$\$

REP HEADLINE# 8768711 TRF# \$\$\$ MOD# 0: UNAPPROVED REV #1

SEP6/17 10.37 \*\*\* WSFA-TV \*\*\*

\* \* CHANGES \* \*

FROM REP

703-516-9680

FAX#

10.37 # SALESMAN SEP6/17 REGIONAL (H) EDDINS SEGROVES DATE LOCAL RYAN DANETTE OFF.# WA-CLASS: NATL. PRSN BUYER NAME SALES **REP**.# ORDER, INVOICE) CO-OP BILLING NEEDED 103 (LINE, SUITE NAME POLI/L STRANGE/R/SEN/AL COMMENTS: 22302 # 8768711 STREET VA PINPOINT MEDIA WK-2 CONTRACT ALEXANDRIA, OSAGE EST#813 SEP26/17 1707 TAX SENAT NAME STATE STRANGE SEP19/17 ADV. AGY. LUTHER DATES TAX # FLIGHT # ORDER PRDCT CILX ADV AGY

THANKS JASMINE FOR RYAN REVISED ORDER
M1 OKD AS LINES 69-71
PREVIOUS TTL \$8,055
REVISED TTL, \$8,050
\$5 WILL BE CREDITED PLS CONFM REP:

STA:

CON CM

ADVANCE SCHEDULE \*\*\*\* - IDB# 1886. - IDB# 9915283 A CASH IN INVOICING: H S TV INVOICES ELECTRONIC SIHL \*\*\*\* SPOT DATA



:LINE#:REP :C	: CD:	TIME	PERIOD		LGTH		SEC	RATE		START	 END	END :SPTS: WEEK DATE : /WK: INVT	WEEK: INVT:	DAYS	:TOTL:
AGE	AGENCY AI AGENCY PI	ADVERTIS PRODUCT	ADVERTISER CODE PRODUCT CODE = 7	00 E	E = 62 78	8		AGENCY EST#	8 1	13			_		

.. ..

0

FRI

0

9/22

9/22

\$275.00

30 1000P-1035P Ø ,-

10P 10P AT NEWS NEWS WSFA 12 WSFA 12 PROGRAM : CON COM1:

 HEADLINE#
 8768711
 TRF#
 1800036

 MOD#
 0: UNAPPROVED REV #1 \$\$\$

REP SSS

SEP6/17 10.37 \*\*\* WSFA-TV \*\*\* -9387
AGENCY CREDIT RISK !!!
HARRIS REPORT FROM REP
\*\*CHANGES\*\* REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENORDER WORKSHEET

703-516-9680

:LINE#:REP :CD : LINE#:	TIME P	ERIOD : LGTH	H : SEC :	RATE	••	START	: END : DATE	:SPTS:	WEEKINVT	: DAYS	S :TOTL:
69 A	600P-700P	М	0	\$80.00	/6	9/23	9/23	Н	\	SAT	П
PROGRAM ORD COM1 THIS IS THIS IS	WSFA SAT IND AVAILS A MAKE-GOOD A MAKE-GOOD A MAKE-GOOD	G FOR SEP22 FOR SEP19 FOR SEP19 FOR SEP19	CONFIRM MKG ON LINE-1 1 ON LINE-44 ON LINE-52	SDS WI FOR I	\$5 OT/W POT/ POT/	CREDIT.	THANKS,	DENICE			
70 A	600P-730P	М	0	\$150.00	/6	9/24	9/24	۲,	\	SUN	Н
PROGRAM ORD COM1 PART OF	: FOOTBAL 1: NO AVAI A MAKEGOOD	NIGHT IN • PLEASI ADE UP OI	AMERICA CONFIRM LINES	MKGDS WITH 69-71	ন	CREDIT.	THANKS,	DENICE			
71 A	730P-1030P	m	0	\$500.00	/6	9/24	9/24	Т	\	SUN	Н
PROGRAM ORD COMI PART OF	: NFL FOO 1: NO AVAI A MAKEGOOD	FOOTBALL VAILS. PLEASE OOD MADE UP OF	CONFIRM	MKGDS WITH 69-71	۵ د	CREDIT.	THANKS,	DENICE			
4 4 S	1000P-1035	Э Э	0	\$275.00	9/1	13	9/19	0	\	TUE	0
PROGRAM CON COM1	: WSFA 12 1: WSFA 12	NEWS AT 10 NEWS AT 10	Д. Д.					•			
52	500P-530P	m	0	\$185.00	/6	9/19	9/19	•		TUE	0
PROGRAM : CON COMI:	: WSFA 12 1: WSFA 12	NEWS AT 5P NEWS AT 5P						b			
M1 OK'D	ンドン	SSEL	-103	ប ក ក	SEP22	. ·			275.00		(SEP6/17)
	BUY#52 C	TOE/1000F TOE/500P OFFER:SAT/600P	330P 700P	ц Э	SEP19 SEP23			308	\$185.00 \$80.00	S T d	ADVISE.
•	•	S SUN/6	730	<i>4</i>	SEP24 SEP24			S S	150.00		
		CMT:NO AV		PLEASE CON	CONFIRM MKGDS	S WITH	\$5 CREDIT	•	THANKS,	DENICE	
SEP/17 \$5,925	5.00 OCT/17	\$2,125.	00					CO	CONTRACT	TOTAL	\$8,050.00

\*-MULTIPLE

Z-COMMENTS

Y-DAYS

X-LATE

T-TIME

N-PROGRAM NAME

M-MAKEGOOD

L-LENGTH

C-CANCELLED DE-DELETE E-EFF DATES

R-RATE S-SPOTS PER WEEK

Q-PAID PGM

P-CLASS, PLAN, SECT

MOD CODE A-ADD

SVC- NSI DEMOS- RA35+\*

B-BUY TYPE

%

WIYC

WBMM 0%

CABL 0%

WCOV 98

WAKA 28% EAKA 0%

7 %

WNCF

WSFA 56%

MARKET TOTALS \$49,388

ACCURATE SHARES